GE
Lighting

retail

Driving savings and efficiency for GreatWest Kenworth

GE LED lighting helps GreatWest Kenworth save energy, reduce maintenance costs and increase productivity

GreatWest Kenworth incorporates energy-efficient fixtures in its Alberta facilities.

THE SITUATION

GreatWest Kenworth Ltd. is a Kenworth dealership serving the province of Alberta and headquartered in Calgary. Earlier this year, one of its senior executives attended the National Automobile Dealers Association (NADA) convention and Expo, and after viewing GE Lighting products and systems, was determined to reduce its energy costs and carbon footprint by using less wattage in its facility. A decision was made to investigate the possibility of LED lighting as an upgrade for its aging facility. "However we still needed the same or more light than what was being produced by our old fixtures and the LED fixtures that GE showed us looked very promising", commented Mike Allen, Service Director, GreatWest Kenworth.

THE SOLUTION

GE Lighting was invited to conduct a complete, comprehensive lighting analysis. The analysis revealed that substantial energy savings and maintenance costs could be delivered by installing new LED lights. Additionally, the lighting quality would be significantly enhanced, especially in the shop.

GreatWest Kenworth then "test drove" six high bay fixtures in the darkest part of its service shop and were part of its service shop and were very impressed with the result. Compared to the original lighting system, only 63% of the wattage was used and maintenance costs have been reduced to zero. The payback for the entire retrofit will be less than five years.

OPERATING IMPACT

Estimated $18,000 annual savings vs. traditional light sources

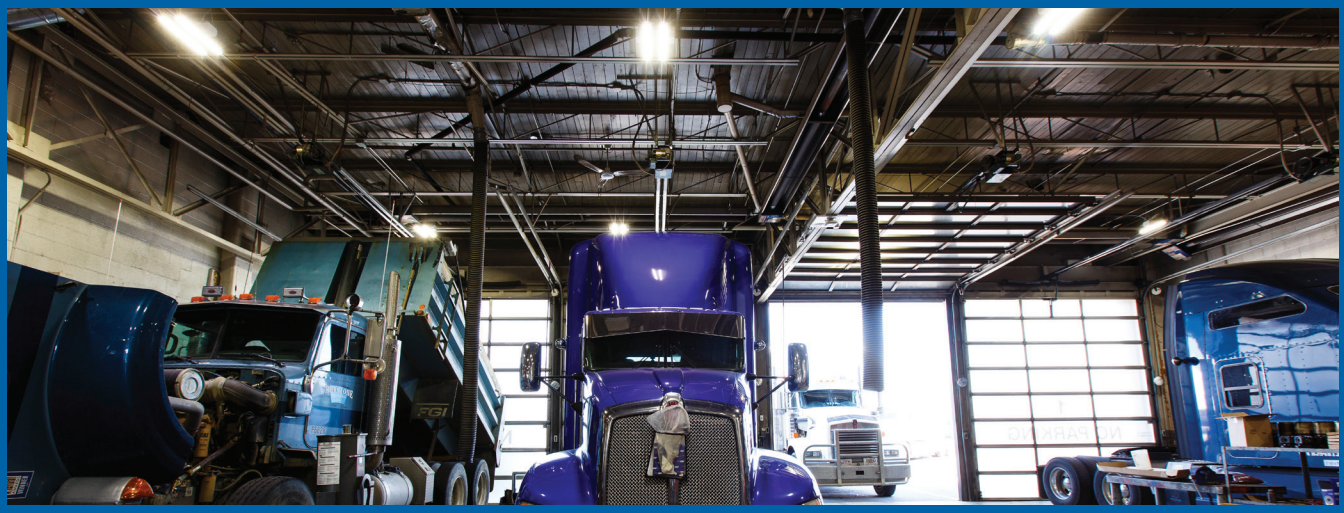
- Automatic dimming/daylight harvesting = added savings
- maintenance costs reduced to 0

ENVIRONMENTAL IMPACT

- 63% in energy reduction
- Equivalent of 18 cars removed from the road or 26 acres of forest added

imagination at work

© GE 2014 84493 8/2014



"We were pleased that our expertise and products, coupled with GreatWest Kenworth's educated approach, provided a superior cost-reduction solution. We look forward to assisting Kenworth in achieving its energy saving goals at other locations across Canada."

- **Ed Allen, Area Manager**, *GE Lighting*

THE SITUATION CONTINUED...

Among the fixtures installed were Albeo™ ABH2 LED Luminaires, an award-winning series of fixtures that offer higher efficacy than previous generations and can be matched with motion, daylight, and wireless controls for increased energy savings, lower maintenance costs and shorter paybacks.

Also installed were Lumination™ LED Luminaires and BT Series Recessed Troffers that provide all the advantages of LED lightingat a remarkably affordable cost.

THE RESULT

The Shop Technicians were extremely pleased when they found the new lighting so superior to the previous Metal Halide lights that their productivity actually increased measurably.

Due to the increased savings and productivity of the high bay fixtures, GreatWest Kenworth made the decision to replace the remainder of the high bay fixtures in the rest of the three shops in Calgary. At the same time they changed the high bay fixtures in its third warehouse to the LEDs which included motion sensors so that the lights would never be left on when not required, thus reducing energy costs even more.

With the exceptional results that were being delivered, the company replaced its existing lighting with GE LEDs in the Red Deer shop and Grand Prairie shop. Additionally, to further enhance its energy-reduction objectives, GreatWest Kenworth is currently retrofitting all office locations with LEDs as well.

BT Series LED Troffers fit perfectly into existing drop ceilings for easy high-tech retrofits that bring a fresh perspective to any space.

Uniform light output across the entire face of the fixture with no hotspots or banding.

imagination at work

For more information about the GE Lighting products used in this project, visit **gelighting.com/industrial**.

© GE 2014 84493 8/2014